

BEFORE THE
ILLINOIS COMMERCE COMMISSION

IN THE MATTER OF:)
)
LONG DISTANCE CONSOLIDATED)
BILLING CO., d/b/a BEYOND)
WIRELESS)
) No. 15-0481
Application for a Certificate)
of Authority to Operate as a)
Reseller of Wireless)
Telecommunications Services)
throughout the State of)
Illinois.)

Chicago, Illinois
November 12, 2015

Met pursuant to notice at 1:00 p.m.

BEFORE :

MR. GLENNON DOLAN, Administrative Law Judge.

APPEARANCES:

ROBBINS SALOMON & PRATT, LTD., by
MR. THOMAS P. YARDLEY, JR.
180 North LaSalle Street
Suite 3300
Chicago, Illinois 60601
appeared for Applicant.

SULLIVAN REPORTING COMPANY, by
Teresann B. Giorgi, CSR
084-000977

1 JUDGE DOLAN: By the direction and authority of
2 the Illinois Commerce Commission, I call Docket
3 No. 15-0481, Long Distance Consolidated Billing
4 Company, doing business as Beyond Wireless, to
5 order.

6 Would the parties please identify
7 themselves for the record.

8 MR. YARDLEY: Tom Yardley on behalf of the
9 Petitioner, Long Distance Consolidated Billing,
10 doing business as Beyond Wireless.

11 MS. LOWE: Jan Lowe, president of Long Distance
12 Consolidated Billing, d/b/a Beyond Wireless.

13 JUDGE DOLAN: Okay. All right. Mr. Yardley,
14 just for the record, can you please provide your
15 address and phone number.

16 MR. YARDLEY: My law firm is Robbins Salomon &
17 Pratt and it's at 180 North LaSalle, Chicago,
18 Illinois 60606. And my phone number is
19 312-456-0184.

20 JUDGE DOLAN: All right. Let the record reflect
21 there are no additional appearances.

22 All right, Mr. Yardley, are you ready

1 to proceed then?

2 MR. YARDLEY: I am ready to proceed.

3 JUDGE DOLAN: Okay.

4 MR. YARDLEY: Ms. Lowe, can you please state
5 your name and your business address.

6 MS. LOWE: My name is Jan Lowe, L-o-w-e. My
7 business address is 4010 West Walton Boulevard,
8 Suite B, Waterford, Michigan 48329.

9 MR. YARDLEY: And by whom are you employed?

10 JUDGE DOLAN: Hold on. Before you go any
11 further, Ms. Lowe, please raise your right hand.

12 (Witness sworn.)

13 JUDGE DOLAN: Proceed, Counsel.

14 JAN LOWE,

15 called as a witness herein, and after having been
16 first duly sworn, was examined and testified as
17 follows:

18 DIRECT EXAMINATION

19 BY

20 MR. YARDLEY:

21 Q What's your position?

22 A My position is president.

1 Q And you're president of Long Distance
2 Consolidated Billing Co., doing business as Beyond
3 Wireless, is that correct?

4 A That is correct.

5 Q And what's the purpose of your testimony
6 today?

7 A The purpose of my testimony is to describe
8 the nature of the company's business and to
9 demonstrate that we have financial, managerial and
10 technical ability to provide telecommunications
11 services completed in our application.

12 Q And can you describe the nature of the
13 telecommunications service the company intends to
14 offer customers within the State of Illinois.

15 A Beyond Wireless is requesting to provide
16 resold wireless services from points of origin in
17 Illinois to points of destination within the State
18 of Illinois as well.

19 Q And what state is your company organized?

20 A We're organized under the laws of the State
21 of Michigan. And we've attached the Articles of
22 Incorporation as an exhibit.

1 Q Is your company certified to do business in
2 Illinois?

3 A Yes, we are. We have a copy of the
4 company's qualification documents from the Secretary
5 of State. It's provided in Exhibit D as well.

6 Q And can you just give me your background in
7 the business of telecommunications?

8 A Yes. I began in telecommunications back in
9 the early 1981. I began working for Sprint as an
10 employee. I was employed through Sprint until
11 1990, when I left the company to work with two other
12 gentlemen in a marketing company, which we provided
13 telecommunications services through telemarketing
14 for other long distance carriers, and Sprint was one
15 of our first customers after I left there.

16 We continued that endeavor till
17 probably 1994, and then I began Long Distance
18 Consolidated Billing. I filed the corporate papers
19 in 1995 to begin selling long distance service to
20 medium and small businesses through LEC billing, and
21 have done that since 1995 through current right,
22 we're still doing that.

1 And our underlying carriers for Long
2 Distance Consolidated Billing is Sprint and
3 CenturyLink. And then we signed a contract with
4 Sprint to begin doing the resold wireless service
5 for them. And we filed our d/b/a papers last year
6 to begin Beyond Wireless through the different
7 states.

8 Q Can you identify the management team and
9 just outline the responsibilities of each person on
10 that team?

11 A Sure.

12 I, myself, as president I can of
13 overdo, you know, the strategies and direction of
14 the company.

15 John Esralian, he's our IT director.
16 He provides all the technical support for software
17 and systems.

18 And then I also have April Copeman,
19 who is my director of regulatory and sales tax
20 compliance for both Long Distance Consolidated
21 Billing and Beyond Wireless.

22 Stephanie Selrock (phonetic) is the

1 manager of operations for Beyond Wireless and she
2 handles the non-sales function.

3 Andrew Lowe is the director of Beyond
4 Wireless and he's responsible for the sales and
5 support of the wireless services that we'll be
6 selling.

7 And then I also have Tiffany Heningson
8 (phonetic), who's my administration manager, who
9 supports both sides of the business as well.

10 And then we're in the current process
11 right now of hiring two sales managers that will be
12 starting within the next 30 to 60 days.

13 Q Has your company's financial circumstances
14 adversely changed since the filing of this
15 application?

16 A No, it has not.

17 Q And does the company intend to file a
18 tariff in Illinois?

19 A No. Since we're requesting authority to
20 provide resold wireless services, a tariff is not
21 required.

22 Q Can you describe the configuration of the

1 company's system and equipment.

2 A We're going to be a switchless reseller.

3 We'll be utilizing the underlying provider's

4 equipment for the service provided by their

5 facilities-based carrier.

6 Q So, when dialing out on a phone serviced by

7 the company, what numbers does the end-user dial in

8 order to access BW?

9 A The end-user will dial like they normally

10 do, the Area Code and the number of the call party.

11 Q So, there's no specific methodology other

12 than the standard numbers that are called regularly.

13 A That's correct, it would be the same way.

14 Q And can you just describe how the end user

15 is billed?

16 A The end-user will be billed directly from

17 Beyond Wireless, which we would utilize realtime

18 completed call detail records that we receive from

19 Sprint, from the carrier, and those will be sent

20 directly to the customers through Beyond Wireless.

21 Q In your opinion, does Beyond Wireless have

22 the necessary technical ability and resources to

1 provide wireless service to customers within the
2 State of Illinois?

3 A Yes. In my opinion Beyond Wireless has the
4 necessary technical ability and the resources to
5 provide wireless service to customers within the
6 State of Illinois.

7 Q Are you familiar with the term "slamming"?

8 A Yes, I am.

9 Q And can you just describe the procedures
10 that your company implements to prevent slamming.

11 A Yes. Since we're going to be providing
12 resold wireless services, slamming shouldn't apply
13 here because the company will clearly disclose -- we
14 disclose on our Web site all the charges for the
15 service, and we only bill for those charges in order
16 to prevent any slamming -- any cramming complaints.
17 People will have to go on and input information
18 themselves into the system.

19 Q Are there any pending complaints against
20 Beyond Wireless in any states where it's providing
21 wireless telecommunications services?

22 A No, there's not.

1 Q And what states is the company currently
2 authorized to provide telecommunications services?

3 A We're currently authorized to provide long
4 distance telecommunications services within the
5 following jurisdictions: Alabama; Arizona; Arkansas;
6 California; Colorado; Delaware; Florida; Georgia;
7 Idaho; Illinois; Indiana; Iowa; Kansas; Kentucky;
8 Louisiana; Massachusetts; Michigan, Missouri;
9 Montana; Nevada; New Jersey; New Mexico; New York;
10 North Carolina; North Dakota; Ohio; Oregon;
11 Pennsylvania; Rhode Island; South Carolina;
12 Tennessee; Texas; Utah; Vermont; Virginia;
13 Washington; West Virginia; Wisconsin; Wyoming.

14 And then we're currently authorized to
15 provide wireless telecommunications services within
16 the jurisdictions of California; Iowa; Ohio and
17 Wisconsin.

18 And then we have applications pending
19 right within the following jurisdictions of Florida;
20 Georgia; Massachusetts; New York; North Carolina;
21 South Carolina; Tennessee; Texas; Virginia and
22 Wisconsin.

1 Q And with respect to those states you just
2 mentioned, those applications are to provide
3 wireless telecommunications services, is that
4 correct?

5 A That is correct.

6 Q And what services do you intend to provide
7 in the State of Illinois?

8 A We intend to provide resold wireless
9 service utilizing the underlying carrier through
10 Sprint.

11 Q Will the company have any employees located
12 in Illinois?

13 A No, we will not.

14 Q Does the company wish to keep its books and
15 records at its principle place of business in
16 Michigan?

17 A Yes, we would.

18 Q Is there anything else you would like to
19 add in your testimony today?

20 A No, not at this time.

21 MR. YARDLEY: Your Honor, I think that concludes
22 our direct examination.

1 JUDGE DOLAN: Okay. I just have a couple
2 questions that you didn't touch on. Let me just ask
3 you these couple of questions and we'll be wrapped
4 up here.

5 EXAMINATION

6 BY

7 JUDGE DOLAN:

8 Q Does applicant currently have or held in
9 the past any other certificates in Illinois -- and I
10 think you've indicated you have a long distance one,
11 right?

12 A That's correct.

13 Q Does the applicant currently provide
14 service in any other name in Illinois?

15 A No -- Long Distance Consolidated Billing.

16 Q Okay. Has the applicant or any principal
17 of the applicant ever been denied a certificate of
18 service or had its certificate revoked or suspended
19 in Illinois or in any other jurisdiction?

20 A No.

21 Q Does any officer of the applicant have an
22 ownership or other interest in any other entity

1 which has provided or is currently providing
2 telecommunications services?

3 A No, I do not.

4 Q And then just to follow-up on your books
5 and records.

6 Will your books and records be made
7 available to the Staff of the Illinois Commerce
8 Commission auditors if and upon request?

9 A Absolutely.

10 JUDGE DOLAN: Then with that -- that is all the
11 questions I have.

12 Is there any other information you
13 think needs to be put in the record, Mr. Yardley?

14 MR. YARDLEY: I do not.

15 JUDGE DOLAN: All right. Then with that, I will
16 recommend that you be granted a certificate and I
17 will mark this matter heard and taken.

18 MS. LOWE: Thank you so much, your Honor.

19 MR. YARDLEY: Thank you.

20 HEARD AND TAKEN

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